



Navy International Programs Office

Navy-Industry International Dialogue

***RADM Don Newsome
Deputy Assistant Secretary of the Navy (International
Programs)***

16 April 2002

Why International Programs?



Military

- Support regional CinC
- Enhance interoperability
- Promote military-to-military contacts
- Provide a force multiplier



Political

- Strengthen alliances
- Augment US access & influence
- Promote regional security & stability



Economic

- Share development costs
- Economies of scale
- Maintain industrial base
- Sustain jobs
- Sustain production lines

Priorities and Pillars



Navy IPO Top 5 Goals

- **Programs**

- Subs, KIDDS, P-3, C4I, AEGIS, Tomahawk, Joint Strike Fighter, Etc

- **Improve Processes**

- Export Licensing, Disclosure Policy, MOUs, LOAs, FMS Budget

- **Improve Communications**

- Company Days, NIID, DoN/DoD Exec Updates, Newsletter, Country Summaries, Four Flag and SC-5 meetings

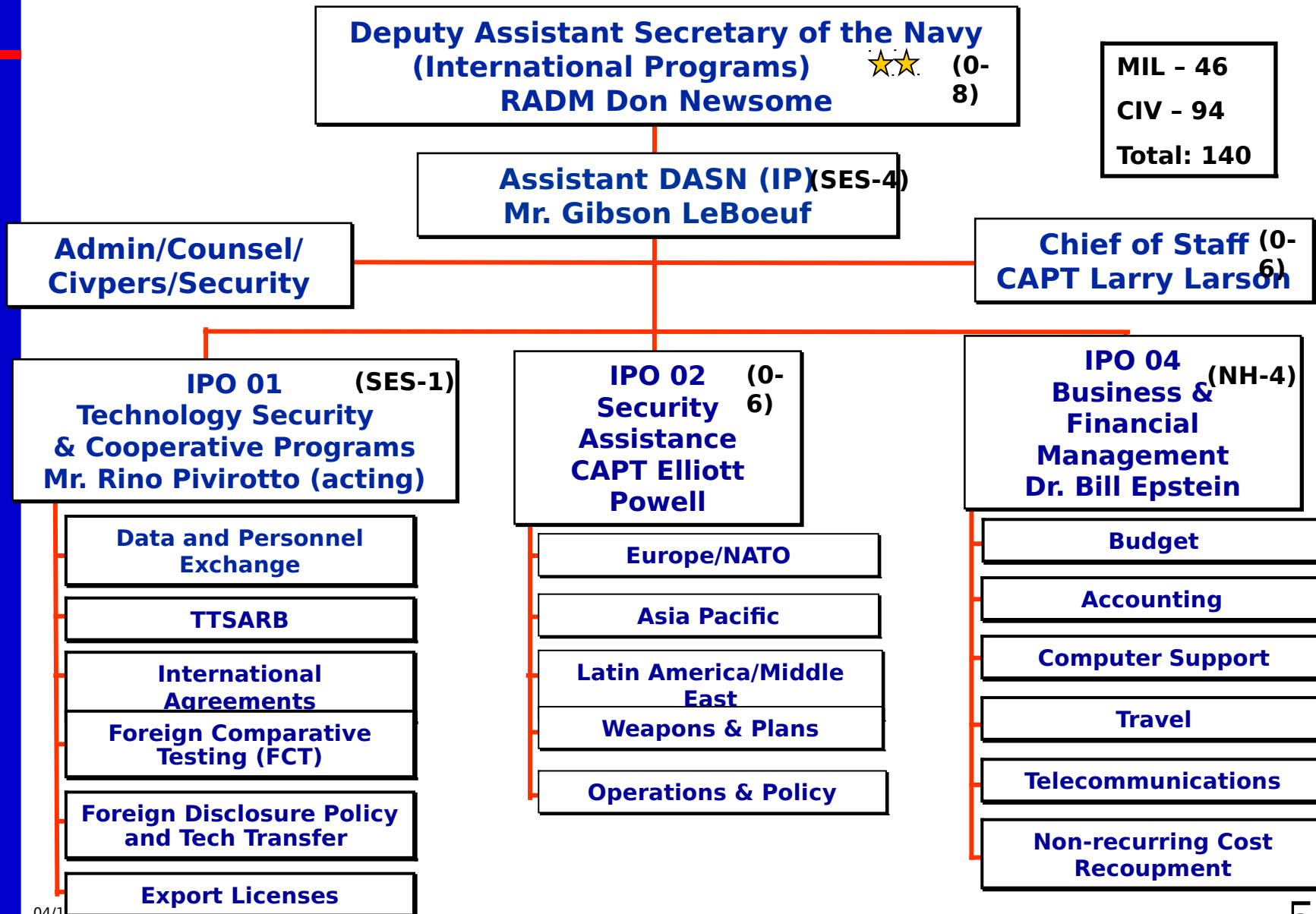
- **Personnel**

- CCAS (OSD workforce demonstration project), International acquisition career path training

- **Campaign Plans**

- F/A-18E/F, V-22, and MMA/P-3 complete, many more in work

Who We Are



Where We Are

Street Address:

Navy IPO

3801 Nebraska Avenue, NW
Washington, DC 20393-5445

Mailing Address:

Navy IPO

Nebraska Avenue Complex
4255 Mount Vernon Drive, Suite
17100

Phone: (202) 764-2800-5445

• **Mr. Rino Pivrotto (Acting), IPO-01: 764-2392**

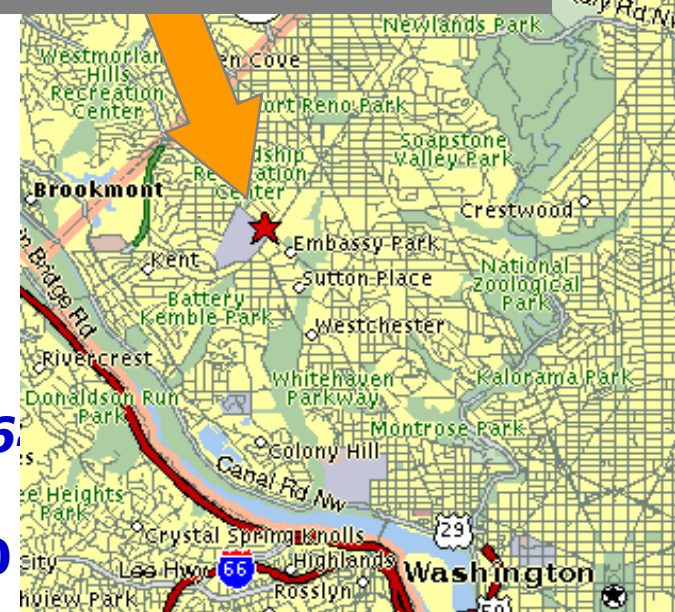
• **CAPT Elliott Powell, IPO-02: 764-2410**

• **CAPT Strausser, EUCOM: 764-2591**

• **CAPT Shekem, PACOM: 764-2591**

• **CAPT Jones, SOUTHCOM/CENTCOM: 764-2517**

• **Navy IPO on the web: <https://www.nipo.navy.mil>**



Navy IPO Outreach Initiatives - Update

- **Company Day:** 15 original and we are in our 8th follow-up series
- **Team International:** 14 Team Internationals - 10 have migrated to PM managed IPTs and 4 are active
- **Campaign Plan:** Program summaries responding to requirements identified in the CinCs' Theater Security Cooperation Plans (TSCPs)
- **Navy IPO Newsletter:** Periodic publication, in print and electronic, that provides information to International Community
- **Ombudsman:** International Help Desk – 202-764-2409 (Mr. Marini will be on medical leave and will be teleworking for 4-6 weeks.) Mr. George B. Bernstein will cover for him at the office. Mr. Bernstein's phone number is 202-764-2473.

Company Days

- Company Days conducted:**

Raytheon	12 Sep 00
Boeing	12
Oct 00	
Lockheed Martin	18
Dec 00	
General Dynamics	13 Mar 01
ITT	06 Apr 01
BAE Systems NA	17
Apr 01	
United Defense	04 May 01
EDO	09 Aug 01
Northrop Grumman/Litton	28
Sep 01	
Bell/Textron	25 Oct 01
SAIC	27 Nov 01
Booz Allen Hamilton	10 Jan 02
General Electric	11
Feb 02	
Sikorsky	19 Mar 02

- Future Company Days:**

L3	23 Apr 02
Rolls Royce	16 May

02	
Rockwell Collins	
11 Jun 02	
Kaman	
TDB Jul	

- Follow-up meetings:**

Raytheon	18 Jul 01
General Dynamics	04 Oct 01
Lockheed Martin	
15 Nov 01	
Boeing	
04 Dec 01	
UDLP	28 Jan 02
EDO	25 Feb 02

Key Trips

- Korea and Japan Dec 3-7, 2001
- Pacific Command Security Assistance Defense Cooperation in Armaments Conference (PACCSAC), Jan 16-18, 2002
- PACIFIC 2002 International Maritime and Naval Exhibition 29 Jan-1 Feb, 2002
- ASIAN Aerospace 2-7 March, 2002
- EUCOM Security Assistance Conference, 25-28 March 2002
- Fidaé Air Show – Chile 29 March-5 April 2002
- Argentina Country Visit - 7 April 2002
- French Senior Acquisition Review 8-15 April 2002

Korea

3-5 December 2001 Seoul

- Met with
 - RADM Kim, ROKN Naval Sea Systems Command
 - RADM Yun, N5, ROKN
 - ADM C, Chief of ROKN
- Issues discussed:
 - KDX III and cost differences between FMS and DCS Props
 - Risk vs cost of AEGIS and APARS
 - P-3s

Japan

7 December 2001 Tokyo

- Meetings with
 - Mr. Nishimura, Dir. Gen., JDA, Central Contracting Office
 - Mr. Nakamura, Dir. Gen., JDA, Equipment Bureau
 - Dr. Yasue, Dir. Gen., JDA R&D
 - RADM Koushima, Dir., Engineering Dept., MSO
 - RADM Kawashima, Dir., Logistics Dept., MSO
 - ADM Ishikawa, Chief of Maritime staff
- Issues discussed:
 - Operation Enduring Freedom new relationships
 - Quicker Navy IPO case closure efforts
 - Establishing cooperative studies on JMSDF MMX and USN MMA programs.

PACSAC

16-18 January 2002 Honolulu

- Conference Theme: “Security Cooperation: Challenges and Opportunities.”
 - Major presentations given by MG Lowe, Hon. Pete Aldridge, Mr. John Sullivan, Mr. Richard Millies, Mr. Robert Maggi, Mr. Craig Hunter, MG Scott, MG McFarland, and RADM Newsome
- Presentations Major themes were:
 - ADM Blair is a strong proponent of international engagement
 - Nature of relationships in Asia have changed drastically since 9/11
 - Economic outlook and threat assessments are positive for Australia, Japan, ROK and Singapore
 - Transformation and cooperation in the 21st century

PACSAC (Cont)

- Enhanced International Peacekeeping Capabilities (EPIC) Initiative
- The pool of capable (non-NATO) peacekeepers
- Trends in Security Assistance include:
 - Continuing decrease in EDA
 - Economic vs. military decisions in acquisition of weapons systems
 - Increased role of offsets; increase in hybrid FMS/DCS sales
 - Funding challenges to Security Assistance vis a vis State priorities
 - Realignment of Army security assistance organization
 - Differences between Navy, Air Force and Army security assistance organizations

Common theme is that we will support our customers regardless of acquisition method (FMS or DCS), DCS does not necessarily provide a cheaper program and a concerted effort is being made to improve license processing times

Pacific 2002

International Maritime and Naval Exhibition

29 January-1 February 2002 Sydney

- Met with
 - RADM Stillman (PEO-USCG Deepwater Program)
 - RADM Geoff Smith, RAN, Maritime Commander Sydney
 - VADM Shakleton, RAN CN
 - RADM Scarce (Head, Maritime Development)
 - Mr. Mick Roche, Under Secretary, Defence Material, Defence Material Organization and Exhibition
- Discussion items included:
 - International aspects of Deepwater and IPO's role
 - RAN desire to establish an SOP or MOU to ensure future surface warfare interoperability
 - Wide-ranging discussions on acquisition programs including DCS and FMS

Asian Aerospace

23-28 February Singapore

- Met with senior Singapore officials including
 - BG Chee, CoS, RSAF
 - Gen Suleiman, Chief of AF, Republic of Malaysia
 - Mr. Peter Ho, Permanent Secretary (Defense)
 - RADM Lui, Chief of Navy, RSN
 - Prof SU, Chief Exec., DSTA
- Met with executives from Northrop Grumman, Boeing, Lockheed Martin, Kaman, Sikorsky, GE, and Raytheon
- Issues discussed include:
 - Radar modernization program
 - Various business opportunities throughout Asia
 - Role of technology in Singapore economy
 - Singapore helicopter and fighter competitions
 - F/A-18 E/F
 - Singapore Replacing Super Pumas with the Sikorsky H-70s

EUCOM SA Conference

25-28 March 2002 Stuttgart

- Wide variety of SA Briefs by senior DoS, DoD, and Civilian Representatives
 - Theatre Strategy
 - SA in Foreign Policy
 - Industry Perspectives (L-M and NG)
 - Service Specific Briefs
- NIPO brief by Mr. LeBoeuf
 - Mission/Goals and International Programs
 - SA Programs, Technology & Cooperation, Outreach
- **Significant interest in disclosure, technology transfer, and export license processes**

FIDAE Air Show

29 March - 5 April Santiago Chile

- Met with senior Chilean officials including
 - Dr. Michelle Bachelet, Minister of Defense
 - ADM Miguel Vergara, Chile Navy, CNO
 - VADM Oscar Manzano, Chile Navy, Director General Logistics
- Met with Chile Embassy Country Team including Ambassador Bill Brownfield
- Met with executives from Raytheon, Boeing, Lockheed Martin, GE, Sikorsky
- Issues discussed include:
 - EDA ship transfers
 - Chilean Frigate new construction project
 - P-3 aircraft engine maintenance

Argentina Visit

7 April Buenos Aires

- **Met with senior Argentina officials including**
 - ADM Joaquin Stella, Argentine Navy, CNO
 - VADM Julio Vara, Argentine Navy, Director Navy Material
- **Met with Argentina Embassy Country Team including Ambassador James D. Walsh**
- **Issues discussed include:**
 - Argentina economy and FMS impact
 - EDA transfers of SH-3/UH-1H helos and USCG vessels
 - Project Solid Step C4I equipment procurement

French Senior Acquisition Review

8-15 April 2002 Paris

- **Combined Senior Acquisition Review/Senior National Representative/Office of Naval Research Meeting**
- **Areas Covered:**
 - Ongoing and Potential Cooperation
 - Naval Requirements Harmonization
 - Cooperation and Information Exchange in Science and Technology
- **Topics Discussed:**
 - Submarine Cooperation, Hydrodynamics, Electromagnetic Catapult Cooperation, Command and Control Interoperability, Mine Warfare, Electric Propulsion, Human Factors

Potential Navy Events of Interest

- Future EDA USN ships
- Future USCG Assets
- Divestiture initiative
- New C4I solutions
- Education (GMAP, IMET)
- Weapon System & Technology Policy
- Dual Track
- SNR function may move
- Cancellation of SM-2 Block IV

Future EDA USN Ships

SPRUANCE (DD 963 Class)

- Multi Mission Ship (AAW, ASW, ASUW) with primary ASW mission, may become available within next three years as potential EDA transfer

PERRY (FFG 7 Class)

- Additional Guided Missile Frigates CLASS Multi Mission Ship (AAW, ASW, ASUW) with primary AAW capability may become available within the next few years as EDA for Transfers

Future USCG Assets

- **As Deepwater acquisition assets come online, existing USCG assets will be replaced**
 - Assets include 200+ fixed and rotary wing aircrafts
 - 93 ships
- **Deepwater Program will be the focus of the next NIID**
 - 27 June 2002
 - Rear Admiral Stillman, PEO Deepwater, will detail the availability of EDA assets

Divestiture Initiative

- N78 and NAVAIR looking to move aircraft and air-based systems out of the active inventory
 - **Move to AMARC**
 - **Potential for FMS sales**
 - **Potential for EDA**

New C4I Solution

- Link-11 COMSEC Problem
 - Legacy system; USN support curtailed
 - SECDEF policy: invest in L-16 vice L-11
 - USG L-11 COMSEC out of production; last deliveries in FY00
 - 10 countries have a valid CINC interoperability requirement but no L-11

New C4I Solutions

- Link-11 COMSEC Solution
 - USG authorized UK (Ultra, Ltd) to build a USG L-11 COMSEC replacement (BID-2200)
 - BID-2200 certified for NATO interoperability
 - BID-2200 approved by USG to meet NATO, AT, NZ L-11 COMSEC requirements
 - UK authorized Ultra to receive and process BID-2200 requests from NATO, AT, and NZ
 - NAVY IPO will inform NATO, AT and NZ customers that current/future L-11 COMSEC requirements can be met by Ultra via UK export licensing control regime



Global Master Of Arts Program (GMAP)

The Fletcher School of Law and Diplomacy Tufts University - Boston, MA

- One Year; 3 Trimesters (with Master's Thesis)
 - **Three 2-week residency programs of traditional class/lecture**
 - **Remainder of year is accomplished through full-time distance learning via the internet**
- 35 students per year
 - **6 Industry**
 - **6 International Customers**
 - **23 US Government (DoD/State)**

International Military Education and Training (IMET)

- **Appropriated funds earmarked to specific countries**
 - **FY01 = \$56M, FY02 = \$70M, FY03 = \$85 M**
 - **FY04 projected to be \$100M+**
 - **1580 DoN IMET Students for FY 02 valued at \$25M**
- **Includes Enhanced-IMET (E-IMET)**
 - **Emphasis on Human Rights and Rule of Law**
 - **DoN (Naval Post Graduate School) is Premier E-IMET provider**
- **Strong support from SECDEF, SECSTATE, and Congress**

Weapon System and Technology Policy Initiatives

- IPO will be developing DoN policies in the following areas:
 - Unmanned Combat Air Vehicles
 - Unmanned Air Vehicle Payloads
 - Phased Array Radars (AEGIS & Commercial Derivatives)
 - RF Countermeasure Jammers
 - Tactical Air Electronic Warfare
 - Airborne Mine Counter Measure System
 - Advance Tactical FLIR

What Does This Mean to Industry?

U.S. Industry:

- If you are involved in these areas you need to ensure your interests are addressed
- Our philosophy is to develop policies that cover not only DoN weapon systems, but also significant commercially developed military systems
- Our Disclosure policy folks want your input
- Navy IPO Point of Contact our Disclosure Policy Division, IPO-01D, Link Spann, (202) 764-2393 or his Deputy Mark Murray X2398

What Does This Mean To Customers?

If you're a potential customer:

- Let us know of your interest and operational requirement time lines so we can work the disclosure decisions now
- If you are interested in any of these technology areas submit your requests through the normal security cooperation channels

DUAL TRACK - A New Type of Logistics Case

**Line 001- 80% of
DRP case value
allocated to FMS
processing**

80%

**Requisition
ns
managed
in MISIL**

80% surcharges applicable

20%

20% surcharges NA

**Commercial
Buying
Service**

**Line 002 - 20% of DRP
value**

**Netherlands/
Norway
expected
Participants**

2002												2003		
J	F	M	A	M	J	J	A	S	O	N	D	J	F	M



**Test
begins**

Test ends



Eval





- The Navy IPO Newsletter will cover the proceedings of the NIID & slides will be available at the Navy IPO website

<https://www.nipo.navy.mil>

Navy International Programs Office...

Questions